

1959 DAIRY FARM BUSINESS SUMMARIES



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DAIRY FARM BUSINESS SUMMARIES, 1959

In 1959, dairy farmers in 28 counties kept farm business records in cooperation with the Agricultural Extension Service and the College of Agriculture at Cornell. The records are part of the Farm and Home Management Program. Part of the purpose of the program is to teach farmers to keep better farm business records. The main purpose, however, is to teach them to use these records to analyze their businesses and find weak points where improvement will increase their incomes.

In 18 of the counties, with a total of 542 records, the farm cash account and inventory books were sent to the college for summarization. The averages presented in this summary are from these 542 farms. Records from 10 other counties were summarized in the counties. Averages for the group in each county are included on the last two pages of this booklet.

It must be remembered that the averages presented in this summary do not represent the average for all dairy farms in the state or a particular county. They are representative of a group of farmers who are interested enough in their farms to take the time to keep good records and do some analysis of their businesses.

It is important for all farmers to keep good records and study their situation in order to compete in today's fast-changing agriculture. Here are some figures on what has happened to dairy farming in New York State from 1950 to 1960:

- The number of dairy cows in the state has remained the same
- Total milk production has increased 14 percent
 - Milk per cow has increased 14 percent or 1,000 pounds
 - Milk production per farm has increased 14 percent
- The labor force per farm has remained the same
 - Milk per man has increased 54 percent
 - Cows per man has increased 40 percent
- The total number of dairy farms has decreased 30 percent.

Changes in the 1960's will probably be even more rapid than in the 1950's. Are you prepared to meet the "challenge of change" in the future?

The individual farm records are kept confidential. The averages are widely used by extension workers, vocational agriculture teachers, farm credit representatives and others interested in agriculture. This summary has been prepared primarily for their use. The farmers in each county Farm Management Club already have received copies of their county summary. However, these and other farmers may have use for this summary. Blank spaces have been provided on each page to allow filling in of individual farm figures.

This summary has been prepared by the Farm Management Extension Staff, Department of Agricultural Economics.

The county summaries were prepared by G. L. Casler, C. W. Loomis, N. Rask, and R. S. Smith in cooperation with county agricultural agents.

THINGS TO WORK WITH

The 542 farms included in this summary were scattered throughout the eighteen counties. All the farms had dairies, but there was considerable variation in the combination of other enterprises on these farms. The "resources" or things to work with are reported below:

THINGS TO WORK WITH
542 New York Dairy Farms, 1959

Item	Number reporting	Average*	Range	
			Low	High
<u>Labor:</u>				
Man equivalent (No. men)		1.8	0.7	4.5
Operator only	(28 farms)			
Hired man 12 or more months	(117 farms)			
Hired help part of year	(267 farms)			
Unpaid family labor	(302 farms)			
<u>Livestock: (Number)</u>				
Cows		35	6	103
Heifers		22	0	83
Hens	(88 farms)	537	10	9,636
<u>Crops: (Acres grown)</u>				
Hay	(541 farms)	62	4	212
Grass silage	(142 farms)	17	2	120
Corn for grain	(183 farms)	15	1	185
Corn for silage	(424 farms)	15	2	68
Oats	(346 farms)	18	2	125
Total cropland		104	20	640

*Average for farms reporting

These were "family farms". The farm operator and members of the family made up most of the labor force. A total of 384 farms reported hiring some labor, 302 farms reported some unpaid labor, while only 28 farms had neither unpaid family labor nor hired labor. Some farms were operated by two or more individuals as partners. There were 478 single operators and 61 partnerships (3 with 3 operators).

Crops and livestock other than those listed above were grown on some of the farms. Only the most common are shown above.

CAPITAL INVESTMENT

In farming, "it takes money to make money!" This money we call "capital investment." In this report, the farm inventory is used as a measure of capital investment.

FARM INVENTORY VALUES, JANUARY 1, 1960
542 New York Dairy Farms

Item	Amount per farm		Amount per cow	
	Av. 542 farms	Your farm	Av. 542 farms	Your farm
Land and buildings	\$22,832	\$ _____	\$ 652	\$ _____
Machinery and equipment	10,315	_____	295	_____
Cattle	12,522	_____	358	_____
Other livestock	157	_____	4	_____
Feed and supplies	3,471	_____	99	_____
TOTAL INVESTMENT	\$49,297	\$ _____	\$1,408	\$ _____

Total investment averaged \$49,297 per farm. The average investment per man on these farms was \$27,387. This is considerably more than the capital investment per worker in many industries.

The total investment per cow on these farms averaged \$1,408. Land and buildings was the largest item amounting to \$652 per cow or 46 percent of the total. Cattle made up 26 percent of the total investment, machinery 21 percent and feeds and supplies 7 percent.

High capital investment per "productive unit" (per cow) in a business tends to cause a heavier overhead cost per unit. In some cases, it may indicate that the capital resources are not being used to capacity.

The land and buildings investment per crop acre on these farms averaged \$220. On dairy farms, the buildings are a big factor affecting the total value of a farm. It is important, however, that there be sufficient cropland to provide roughage for the cattle kept.

Capital turnover (years required for receipts to equal capital) is sometimes used to measure efficiency in the use of capital. On these farms, it would require 2.2 years for the 1959 farm receipts to equal the capital investment.

WHERE THE MONEY CAME FROMFARM RECEIPTS
542 New York Dairy Farms, 1959

Item	Your farm	Average of 542 farms	Percent of total
Milk sales	\$ _____	\$15,475	79
Livestock sold	_____	2,119	11
Eggs sold	_____	507	2
Crop sales	_____	605	3
Miscellaneous*	_____	<u>927</u>	<u>5</u>
Total cash receipts	\$ _____	\$19,633	100
Increase in inventory	_____	<u>2,915</u>	
TOTAL FARM RECEIPTS	\$ _____	\$22,548	

*Includes work off farm, conservation payments, refunds, etc.

Total cash receipts on these farms amounted to \$19,633 per farm in 1959. This is equivalent to about \$1,630 per month or \$54 per day. Milk was the largest source of income making up 79 percent of the total cash receipts. Livestock, primarily calves and cull dairy cows, made up another 11 percent of the receipts. Thus, 90 percent of the cash receipts were from the dairy enterprise.

Increases in inventory due to expansion in the business are considered as a farm receipt. These items could have been sold and turned into cash receipts but the farmer decided to invest this in the business. The increase in inventory was about \$2,900. Machinery and equipment accounted for about \$900, cattle \$900 and land and buildings \$1,100 of the increase in inventory.

The average farm receipts per man was \$12,527.

Milk sales averaged \$442 per cow.

The average price per hundredweight of 3.7% milk sold was \$4.73.

WHERE THE MONEY WENT

How the money is spent in a farm business affects the labor income. Expenses can be "too low" as well as "too high." It pays in studying a farm business to take a close look at the various expense items.

FARM EXPENSES
542 New York Dairy Farms, 1959

Item	Your farm	Average of 542 farms	Percent of total
Dairy feed bought	\$ _____	\$ 3,969	32
Other feed bought	_____	354	3
Gas and oil	_____	693	6
Machinery repairs, etc.	_____	770	6
Auto expense (farm share)	_____	160	1
Building repairs, etc.	_____	373	3
Livestock bought	_____	951	8
Fertilizer and lime	_____	778	6
Machine hire	_____	131	1
Other crop expenses	_____	429	3
Dairy & poultry expense*	_____	1,174	9
Hired labor	_____	1,373	11
Miscellaneous**	_____	<u>1,380</u>	<u>11</u>
Total cash operating	\$ _____	\$12,535	100
New machinery	_____	2,257	
New buildings	_____	1,180	
Unpaid family labor	_____	283	
Decrease in inventory	_____	<u>--</u>	
TOTAL FARM EXPENSE	\$ _____	\$16,255	

*Includes milk hauling \$360

**Taxes \$513, Insurance \$235, Electricity \$262, Telephone \$61, Rent \$181,
Other \$128

FINANCIAL SUMMARY OF YEAR'S BUSINESSLABOR INCOMES
542 New York Dairy Farms, 1959

Item	Your farm	Average of 542 farms
Total Farm Receipts	\$ _____	\$22,548
Total Farm Expenses	\$ _____	\$16,255
Farm Income	\$ _____	\$ 6,293
Interest on average capital of \$47,840 at 5%	\$ _____	\$ 2,392
LABOR INCOME per farm	\$ _____	\$ 3,901
Number of operators	_____	606
LABOR INCOME per operator	\$ _____	\$ 3,489

"Labor Income" is a measure used to determine the return the farm operator receives for his labor and management. It is the amount left after paying all farm expenses, and deducting a charge for unpaid family labor and for interest on the capital invested. Labor income is the measure used most commonly when studying or comparing farm businesses.

Changes in inventories during the year are included in figuring labor income. Increases in inventories due to expanding the business are considered as farm receipts and decreases in inventories are included as farm expenses. Interest payments and payments on debts are not included in the farm expenses. On the other hand, to make all farms comparable, a five percent interest charge on the average capital investment (average of beginning and end inventories) is deducted to get labor income.

Of the 542 farms, 154 or 28 percent had labor incomes per operator of \$5,000 or more. On the other hand, 53 or 10 percent of the farms had a minus labor income per operator.

In addition to the labor income on a farm, the family usually has the use of a house, milk, eggs, meat, vegetables, and other products produced on the farm. The estimated value of these farm privileges for 1959 on 375 of these dairy farms averaged \$1,005 per operator. These items were valued at what they would sell for at the farm. If they were purchased in the city, they would cost considerably more.

If the operator's labor was figured at \$3,600 per year, the rate of return on the capital investment would be 4.7 percent.

FEED COSTSSELECTED FACTORS RELATED TO FEED COSTS
542 New York Dairy Farms, 1959

Item	Average of 542 farms	Your farm
Number of cows	35	_____
Number of heifers	22	_____
Number of crop acres	104	_____
Lime and fertilizer purchased	\$778	\$ _____
Dollars received for milk	\$15,475	\$ _____
<u>Purchased Feed:</u>		
Dairy feed bought (grain and hay)	\$3,969	\$ _____
Feed bought per cow	\$113	\$ _____
Feed bought as % of milk receipts	26%	_____ %
<u>Roughage Harvested: (hay equivalent)</u>		
Hay (tons)	125 tons	_____
Grass silage 27 tons ÷ 3	9 tons	_____
Corn silage 133 tons ÷ 3	44 tons	_____
Other silage 17 tons ÷ 3	6 tons	_____
Total tons hay equivalent	184 tons	_____
Tons hay equivalent per cow	5.3 tons	_____
<u>Other Factors Related To Feed Costs:</u>		
Total acres in crops per cow	3.0 acres	_____
Lime and fertilizer expense per crop acre	\$7.48	\$ _____
Lime and fertilizer expense per cow	\$22	\$ _____
Number of heifers per 10 cows	6.3	_____

Feed bought is the largest single expense item on most dairy farms. The success of a dairy farm manager depends to a large degree on his ability to provide a good feeding program for his herd at reasonable cost. Because the feeding program includes both purchased and homegrown feed, and both roughage and concentrates, it is not easy to locate the weak spots in efforts to control feed costs. The items on this page all have a bearing on feed costs, and may be helpful in planning a more efficient feeding program.

LABOR AND MACHINERY COSTS

On these 542 farms, the average machinery cost was \$3,872. This was nearly as much as the amount spent for dairy feed. It pays to keep an "eye" on the machinery costs on a dairy farm.

MACHINERY COSTS* 542 New York Dairy Farms, 1959

Item	Your farm	Average 542 farms	
		Amount	Percent
Beginning inventory	\$ _____	\$9,378	
New machinery bought	_____	<u>2,257</u>	
Total	\$ _____	\$11,635	
End inventory	\$ _____	\$10,315	
Machinery sold	_____	<u>54</u>	
Total	\$ _____	<u>\$10,369</u>	
Depreciation	\$ _____	\$ 1,266	33
Interest @ 5% Ave. inventory	_____	492	13
Gas and oil	_____	693	18
Machinery repairs	_____	770	20
Milk hauling	_____	360	9
Machine hire	_____	131	3
Auto expense (farm share)	_____	<u>160</u>	<u>4</u>
Total Machinery Cost	\$ _____	\$ 3,872	100

Machinery cost per cow	\$ _____	\$ 111	
Machinery cost per crop acre	\$ _____	\$ 37	
Machinery cost per cwt. milk sold	\$ _____	\$ 1.18	
Machinery cost per man	\$ _____	\$ 2,151	

*Does not include insurance, housing, or farm labor on repairs.

The fixed costs of depreciation and interest made up 46 percent of the total cost. These items are frequently overlooked by farmers. They are "real" costs to the business. Machinery repairs made up 20 percent of the total cost. This is an item to watch.

LABOR AND MACHINERY COST
542 New York Dairy Farms, 1959

Item	Your farm	Average 542 farms
Labor costs:		
Value operators labor	\$ _____	\$4,025
Hired labor	_____	1,373
Unpaid family labor	_____	<u>283</u>
Total labor	\$ _____	\$5,681
Machinery cost:		
Total Machinery Cost	_____	<u>3,872</u>
Total Labor and Machinery Cost	\$ _____	\$9,553

Labor and Machinery Cost:		
Per crop acre	\$ _____	\$ 92
Per cow	\$ _____	\$ 273
Per cwt. milk sold	\$ _____	\$ 2.92

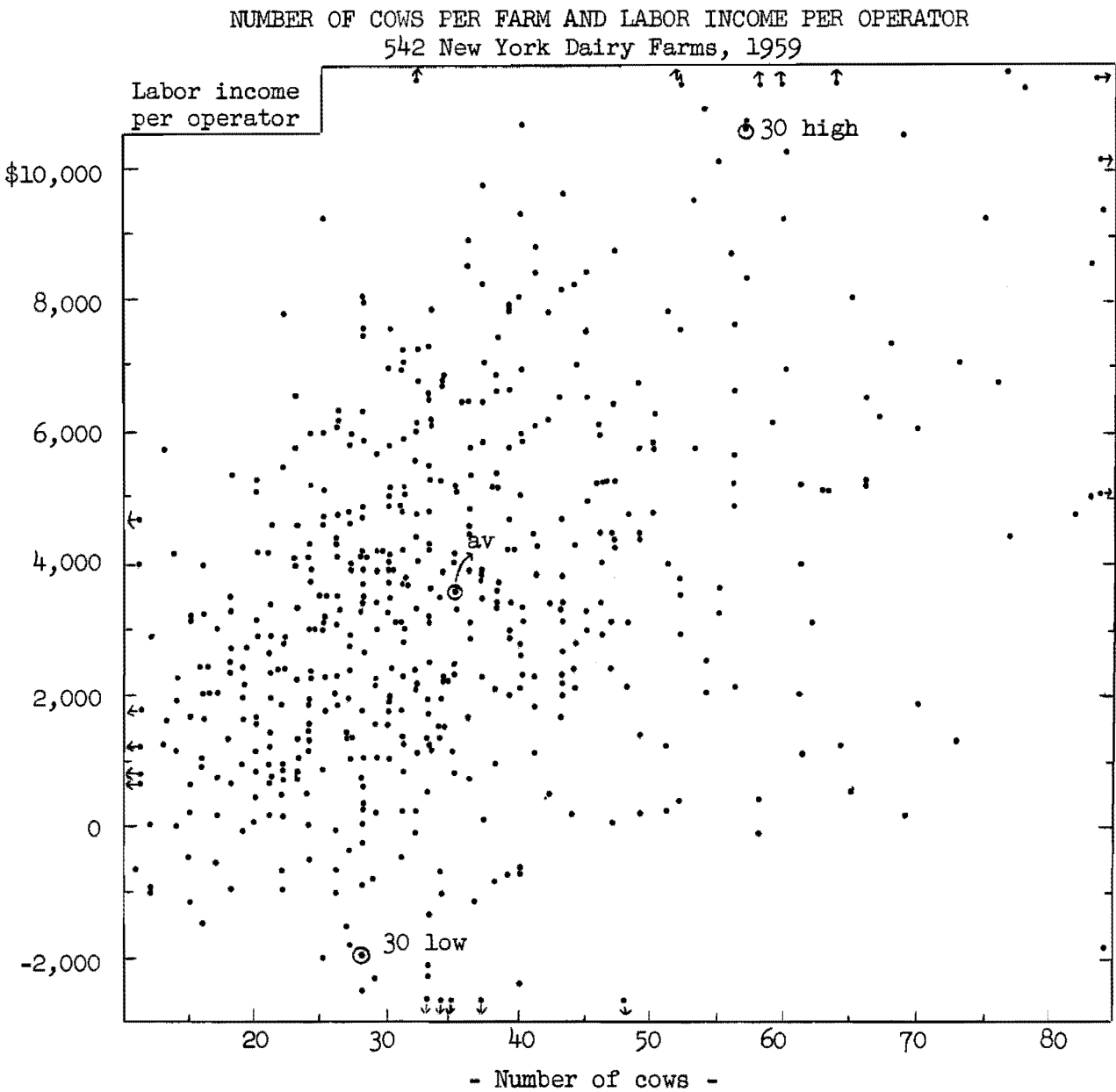
Farmers frequently justify high machinery costs on the basis that the machinery has saved labor. To check on this, one can figure the combined labor and machinery cost per unit.

Since the operator is not paid, it is necessary to estimate the value of his labor. Here the operator's labor has been valued at \$3,600 per year. Since there was more than one operator on some farms, the value of the operators labor per farm was \$4,025.

How are your labor and machinery costs?

ANALYSIS OF FARM BUSINESS

Labor incomes for the 542 farms in this summary varied considerably as shown in the diagram below. Some of the factors causing this variation are examined in the following pages.



30 low - 30 farms with lowest labor incomes
30 high - 30 farms with highest labor incomes

Each farm included in the summary is represented by a dot on the above graph. Labor income per operator is plotted rather than the labor income per farm. The labor incomes per operator ranged from a minus \$6,185 to a high of \$21,064 or a difference of \$27,249.

In general, the farms with more cows had higher labor incomes.

FACTORS AFFECTING PROFITS

Three important factors affecting profits are size of business, rates of production, and labor efficiency. On this page you can compare your farm with the average on each of these factors.

BUSINESS FACTORS
542 New York Dairy Farms, 1959

Factor	Your farm	Average
Size of Business:		
Total work units	_____	557
Man equivalent	_____	1.8
Number of cows	_____	35
Pounds of 3.7 milk sold	_____	327,428
Labor Efficiency:		
Work units per man	_____	309
Cows per man	_____	19
Pounds of 3.7 milk sold per man	_____	181,904
Crop acres per man	_____	58
Rates of Production:		
Pounds of 3.7 milk sold per cow	_____	9,355
Tons of hay per acre	_____	2.0
Tons of corn silage per acre	_____	11.3
Bushels of oats per acre	_____	60

Farm management studies show that, in general, larger farms pay better than smaller farms. Larger farms make it possible to make better use of labor and equipment. However, size alone does not always mean profitable operation.

High labor efficiency can be accomplished in many ways. Some farmers do it by long hours of work. Others get efficiency by wise use of labor saving equipment. Still others develop efficient work habits and practices.

Roughage is the cheapest source of nutrients available to New York dairy-men. It is for this reason that high crop yields are important on a dairy farm. Crop yields are frequently a weak point in farm businesses.

Expenditures on a modern dairy farm are large. These 542 dairymen spent an average of \$1,355 per month, or about \$45 per day. The way this money is spent has an important effect on the operator's income.

"Cost control" is essential in any business. This means keeping check on all costs. One can spend "too little" as well as "too much". In trying to keep costs down, a farmer must guard against cutting costs which reduce the efficiency of the business.

Below are some "yardsticks" for checking the reasonableness of expenses on a dairy farm.

COST CONTROL MEASURES
542 New York Dairy Farms, 1959

Item	Your farm	Average for 542 farms
% Feed bought is of milk receipts	_____%	26%
Feed bought per cow	\$ _____	\$113
Fertilizer & lime cost per cow	\$ _____	\$ 22
Machinery repairs per cow	\$ _____	\$ 22
Taxes per cow	\$ _____	\$ 15
Insurance per cow	\$ _____	\$ 7
Electricity per cow	\$ _____	\$ 7
Total farm expense per cow	\$ _____	\$464
Machinery cost per crop acre	\$ _____	\$ 37
Fertilizer & lime per crop acre	\$ _____	\$7.48
Gas & oil per crop acre	\$ _____	\$6.66
Taxes per crop acre	\$ _____	\$4.93
% Expenses are of receipts	_____%	72%

There is NO magic in keeping costs in line. All cost items must be watched. Little "extra" costs add up over time.

COMPARISON OF SELECTED FARM BUSINESS SUMMARY FACTORS
New York Dairy Farms, 1955, 1956, 1957, 1958 and 1959

Item	1955	1956	1957	1958	1959
Number of farms	201	342	464	559	542
<u>Things to work with:</u>					
Number of cows	33	34	33	33	35
Number of heifers	20	20	20	20	22
Acres of hay	54	56	58	59	62
Acres of corn silage**	16	13	14	14	15
Acres of oats**	20	13	18	17	18
Total crop acres	105	98	100	104	104
<u>Size of business:</u>					
Man equivalent	1.8	1.8	1.8	1.8	1.8
Total work units	573	575	576	523*	557*
Lbs. of milk sold	288,700	302,500	293,200	310,900	327,400
<u>Rates of production:</u>					
Lbs. milk sold/cow	8,747	8,897	8,885	9,421	9,355
Tons hay/acre	2.2	2.1	2.1	2.3	2.0
Tons corn silage/acre	9.9	9.5	11.4	10.1	11.3
Bu. oats/acre	50	52	58	51	60
<u>Work per man:</u>					
Number cows/man	18	19	18	18	19
Work units/man	318	319	320	291*	309*
Lbs. of milk sold/man	160,400	168,100	162,900	172,700	181,900
<u>Financial summary:</u>					
Average capital	\$39,552	\$39,708	\$42,012	\$45,062	\$47,840
Total farm receipts	\$16,443	\$17,654	\$20,166	\$21,512	\$22,548
Total farm expenses	\$11,539	\$12,397	\$13,798	\$15,012	\$16,255
LABOR INCOME/operator	\$2,482	\$2,870	\$3,764	\$3,817	\$3,489
<u>Cost control factors:</u>					
Machinery investment	\$8,475	\$8,438	\$9,163	\$9,636	\$10,315
Machinery cost	\$3,252	\$3,225	\$3,477	\$3,611	\$3,872
Machinery cost/cow	\$99	\$95	\$105	\$109	\$111
Feed bought/cow	\$90	\$96	\$107	\$109	\$113
Fertilizer/ crop acre	\$6	\$6	\$6	\$7	\$7
% Expenses are of receipts	70%	70%	68%	70%	72%
Ave. price/cwt. milk	\$4.09	\$4.18	\$4.65	\$4.68	\$4.73

*Work units for 1958 figured on basis of "1958 revision of Farm Business Chart" (i.e., revised work units per cow 11 compared with 12 units per cow formerly used.)

**Average per farm reporting

COMPARISON OF BUSINESS SUMMARIES OF 30 FARMS WITH
HIGHEST LABOR INCOMES AND THE 30 FARMS WITH LOWEST LABOR INCOMES
542 New York Dairy Farms, 1959

	Average of the 542 farms	Average of 30 farms with:	
		Highest labor incomes	Lowest labor incomes
<u>Capital Investment (End of year):</u>			
Land and buildings	\$22,832	\$38,544	\$26,050
Cattle	12,522	22,335	10,360
Machinery	10,315	15,529	9,637
Feed and supplies	3,471	6,488	2,564
Other	157	107	409
TOTAL END INVENTORY	\$49,297	\$83,003	\$49,020
<u>Farm Receipts:</u>			
Milk sales	\$15,475	\$29,461	\$11,773
Livestock sold	2,119	4,392	1,594
All other sales and income	2,039	3,062	3,545
Total Cash Receipts	\$19,633	\$36,915	\$16,912
Increase in Inventory	2,915	7,082	1,844
TOTAL FARM RECEIPTS	\$22,548	\$43,997	\$18,756
<u>Farm Expenses:</u>			
Feed bought	\$ 4,323	\$ 7,175	\$ 5,262
Hired labor	1,373	3,298	1,526
Machinery repairs and auto	930	1,605	878
Gas and oil	693	1,123	620
Milk hauling	360	577	419
Dairy expense	814	1,525	695
Fertilizer and lime	778	1,527	706
Other crop expense	560	1,064	508
Livestock bought	951	1,718	1,661
Building repairs	373	631	453
Miscellaneous	1,380	2,191	1,482
Total Cash Operating	\$12,535	\$22,434	\$14,210
New machinery	2,257	4,334	2,269
New buildings	1,180	1,818	1,525
Unpaid labor	283	486	411
TOTAL FARM EXPENSES	\$16,255	\$29,072	\$18,415
<u>Financial Summary:</u>			
Total farm receipts	\$22,548	\$43,997	\$18,756
Total farm expenses	16,255	29,072	18,415
Farm Income	\$ 6,293	\$14,925	\$ 341
5% on Ave. Capital	2,392	3,973	2,405
Labor Income per Farm	\$ 3,901	\$10,952	\$-2,064
Number of Operators	606	31	30
LABOR INCOME per Operator	\$ 3,489	\$10,598	\$-2,064

COMPARISON OF FARM BUSINESS FACTORS OF 30 FARMS WITH HIGHEST
LABOR INCOMES AND THE 30 FARMS WITH LOWEST LABOR INCOMES
542 New York Dairy Farms, 1959

	Average of the 542 farms	Average of 30 farms with:	
		Highest labor incomes	Lowest labor incomes
<u>Farm Business Factors:</u>			
<u>Size:</u>			
Man equivalent	1.8	2.5	1.8
Average number cows	35	57	28
Pounds of milk sold (3.7% equiv.)	327,428	610,287	244,917
Total crop acres	104	169	98
Total man work units	557	895	491
<u>Rates of Production:</u>			
Pounds milk sold per cow	9,355	10,707	8,747
Tons hay per acre	2.0	2.3	1.6
Tons corn silage per acre	11	13	9.6
Bushels oats per acre	60	65	41
<u>Labor Efficiency:</u>			
Man work units per man	309	358	273
Pounds milk sold per man (3.7%)	181,904	244,115	136,065
<u>Use of Capital:</u>			
Total capital per man	\$27,387	\$33,201	\$27,233
Total capital per cow	\$1,408	\$1,456	\$1,751
Land & buildings per cow	\$652	\$676	\$930
Machinery investment: per man	\$5,731	\$6,212	\$5,354
per cow	\$295	\$272	\$344
<u>Feed Costs:</u>			
Dairy feed bought per cow	\$113	\$123	\$126
% Feed bought was of milk receipts	26%	24%	30%
Crop acres per cow	3.0	3.0	3.5
Fertilizer & lime expense/crop acre	\$7	\$9	\$7
Hay equivalent harvested per cow	6.3	5.6	5.4
Number heifers per 10 cows	6.3	6.8	6.1
<u>Machinery Costs:</u>			
Total machinery cost	\$3,872	\$6,072	\$3,511
Machinery cost per cow	\$111	\$107	\$125
Machinery cost per man	\$2,151	\$2,429	\$1,951
<u>Prices:</u>			
Ave. price received for milk (3.7%)	\$4.73	\$4.83	\$4.81
<u>Other:</u>			
% Real estate is of total capital	46%	46%	53%
% Expenses are of receipts	72%	66%	98%
% Machinery cost is of total farm expense & interest on investment	21%	18%	17%

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

Item	Albany County	Chenango County			
		Group I	Group III	Group IV	Group V
Number of farms	24	21	5	21	17
<u>Things to work with:</u>					
Number of cows	30	42	45	29	33
Number of heifers	19	29	26	19	16
Acres of hay*	83	78	62	56	51
Acres of corn silage*	15	15	11	11	13
Acres of oats*	14	24	15	15	17
Total crop acres	120	119	95	78	81
<u>Size of business:</u>					
Man equivalent	1.7	2.0	2.0	1.5	1.7
Total work units	485	638	656	480	496
Lbs. of milk sold	265,100	402,200	434,300	258,500	319,300
<u>Rates of production:</u>					
Lbs. milk sold/cow	8,838	9,577	9,652	8,915	9,675
Tons hay/acre	1.6	1.9	2.2	1.9	2.2
Tons corn silage/acre	9.2	11.9	14.8	11.6	8.8
Bu. oats/acre	42	51	69	53	66
<u>Work per man:</u>					
Number cows/man	18	21	22	19	19
Work units/man	285	319	328	320	292
Lbs. of milk sold/man	156,000	201,100	217,200	172,400	187,800
<u>Financial summary:</u>					
Average capital	\$40,437	\$54,397	\$61,356	\$37,926	\$38,645
Total farm receipts	\$19,165	\$27,424	\$31,829	\$20,041	\$22,149
Total farm expenses	\$15,000	\$20,923	\$22,984	\$14,026	\$16,553
LABOR INCOME/operator	\$2,058	\$3,308	\$3,611	\$3,760	\$3,664
<u>Cost control factors:</u>					
Machinery investment	\$9,145	\$11,790	\$11,157	\$7,954	\$8,672
Machinery cost	\$3,362	\$4,421	\$4,084	\$2,949	\$3,385
Machinery cost/cow	\$112	\$105	\$91	\$102	\$103
Feed bought/cow	\$103	\$131	\$123	\$118	\$135
Fertilizer/crop acre	\$5.00	\$9.09	\$11.08	\$7.92	\$5.77
% Expenses are of receipts	78%	76%	72%	70%	75%
Ave. price/cwt. milk	\$4.79	\$4.70	\$4.68	\$4.69	\$4.70

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

Item	Cayuga County	Clinton County	Cortland County	Delaware County
Number of farms	26	19	30	41
<u>Things to work with:</u>				
Number of cows	31	38	43	36
Number of heifers	23	27	31	19
Acres of hay*	58	86	59	57
Acres of corn silage*	13	20	20	9
Acres of oats*	28	20	19	7
Total crop acres	140	123	111	71
<u>Size of business:</u>				
Man equivalent	1.7	2.1	2.0	1.7
Total work units	565	609	671	539
Lbs. of milk sold	301,900	346,200	420,300	332,500
<u>Rates of production:</u>				
Lbs. milk sold/cow	9,739	9,111	9,773	9,235
Tons hay/acre	2.3	1.9	2.6	1.7
Tons corn silage/acre	12.5	10.0	13.2	11.4
Bu. oats/acre	66	57	61	50
<u>Work per man:</u>				
Number cows/man	18	18	22	21
Work units/man	332	290	335	317
Lbs. of milk sold/man	177,600	164,900	210,100	195,600
<u>Financial summary:</u>				
Average capital	\$50,791	\$55,824	\$53,960	\$42,014
Total farm receipts	\$21,214	\$22,532	\$28,491	\$21,347
Total farm expenses	\$13,529	\$15,148	\$20,912	\$15,357
LABOR INCOME/operator	\$4,614	\$3,491	\$4,881	\$3,792
<u>Cost control factors:</u>				
Machinery investment	\$11,736	\$11,498	\$10,294	\$9,181
Machinery cost	\$4,558	\$3,869	\$4,558	\$3,191
Machinery cost/cow	\$147	\$102	\$106	\$89
Feed bought/cow	\$70	\$112	\$123	\$143
Fertilizer/crop acre	\$5.48	\$3.82	\$9.56	\$10.48
% Expenses are of receipts	64%	67%	73%	72%
Ave. price/cwt. milk	\$4.46	\$4.55	\$4.66	\$4.76

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

Item	Greene County	Madison County	Monroe County	Niagara County
Number of farms	43	76	23	7
<u>Things to work with:</u>				
Number of cows	34	36	40	25
Number of heifers	18	20	30	18
Acres of hay*	63	51	69	51
Acres of corn silage*	11	16	24	13
Acres of oats*	10	21	20	25
Total crop acres	93	98	157	132
<u>Size of business:</u>				
Man equivalent	1.8	1.9	2.3	1.6
Total work units	533	581	712	465
Lbs. of milk sold	285,400	325,900	414,700	270,200
<u>Rates of production:</u>				
Lbs. milk sold/cow	8,394	9,053	10,367	10,808
Tons hay/acre	1.4	2.5	2.3	2.8
Tons corn silage/acre	10.4	11.6	9.7	10.2
Bu. oats/acre	39	61	63	66
<u>Work per man:</u>				
Number cows/man	19	19	17	16
Work units/man	296	306	310	291
Lbs. of milk sold/man	158,500	171,500	180,300	168,900
<u>Financial summary:</u>				
Average capital	\$40,785	\$45,243	\$72,326	\$47,813
Total farm receipts	\$18,036	\$21,952	\$30,450	\$21,673
Total farm expenses	\$13,939	\$15,559	\$21,430	\$14,234
LABOR INCOME/operator	\$2,011	\$3,568	\$4,439	\$3,926
<u>Cost control factors:</u>				
Machinery investment	\$8,922	\$9,365	\$13,358	\$11,041
Machinery cost	\$3,270	\$3,854	\$5,757	\$4,715
Machinery cost/cow	\$96	\$107	\$144	\$189
Feed bought/cow	\$127	\$97	\$86	\$56
Fertilizer/crop acre	\$5.12	\$6.43	\$8.83	\$11.28
% Expenses are of receipts	77%	71%	70%	64%
Ave. price/cwt. milk	\$4.86	\$4.61	\$4.87	\$5.01
*Average per farm reporting				

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

Item	Onondaga County	Oswego County	Otsego County	Schenectady County
Number of farms	37	18	40	18
<u>Things to work with:</u>				
Number of cows	33	29	37	24
Number of heifers	23	20	23	18
Acres of hay*	57	47	56	64
Acres of corn silage*	16	16	16	18
Acres of oats*	24	13	13	11
Total crop acres	122	79	90	98
<u>Size of business:</u>				
Man equivalent	1.8	1.5	1.7	1.4
Total work units	555	441	590	389
Lbs. of milk sold	317,800	277,900	347,800	226,500
<u>Rates of production:</u>				
Lbs. milk sold/cow	9,629	9,583	9,401	9,438
Tons hay/acre	2.5	2.6	1.9	1.4
Tons corn silage/acre	11.5	9.9	11.2	6.9
Bu. oats/acre	63	48	55	45
<u>Work per man:</u>				
Number cows/man	18	19	22	17
Work units/man	308	294	347	278
Lbs. of milk sold/man	176,500	185,300	204,600	161,800
<u>Financial summary:</u>				
Average capital	\$51,858	\$42,247	\$51,765	\$38,643
Total farm receipts	\$23,160	\$16,871	\$23,063	\$14,412
Total farm expenses	\$15,831	\$11,687	\$16,423	\$10,676
LABOR INCOME/operator	\$4,172	\$2,765	\$3,524	\$1,805
<u>Cost control factors:</u>				
Machinery investment	\$11,671	\$9,293	\$12,551	\$8,131
Machinery cost	\$4,421	\$3,242	\$3,585	\$3,146
Machinery cost/cow	\$134	\$112	\$97	\$131
Feed bought/cow	\$85	\$125	\$128	\$110
Fertilizer/crop acre	\$6.27	\$7.85	\$9.12	\$5.36
% Expenses are of receipts	68%	69%	71%	74%
Ave. price/cwt. milk	\$4.72	\$4.66	\$4.76	\$4.76

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

Item	Schoharie County	Sullivan County	Washington County	Yates County
Number of farms	26	21	21	8
<u>Things to work with:</u>				
Number of cows	29	31	42	28
Number of heifers	19	16	27	24
Acres of hay*	68	59	92	50
Acres of corn silage*	15	10	22	15
Acres of oats*	14	--	14	20
Total crop acres	105	78	133	133
<u>Size of business:</u>				
Man equivalent	1.8	1.7	2.3	1.9
Total work units	465	444	733	522
Lbs. of milk sold	281,900	305,700	452,600	311,300
<u>Rates of production:</u>				
Lbs. milk sold/cow	9,722	9,860	10,775	11,116
Tons hay/acre	1.6	1.8	1.8	3.0
Tons corn silage/acre	10.2	11.9	9.6	12.1
Bu. oats/acre	47	--	46	65
<u>Work per man:</u>				
Number cows/man	16	18	18	15
Work units/man	258	261	319	275
Lbs. of milk sold/man	156,600	179,800	196,800	163,800
<u>Financial summary:</u>				
Average capital	\$46,141	\$41,636	\$58,511	\$49,371
Total farm receipts	\$20,703	\$19,733	\$35,119	\$23,828
Total farm expenses	\$15,699	\$13,971	\$27,306	\$16,164
LABOR INCOME/operator	\$2,420	\$3,220	\$3,948	\$4,618
<u>Cost control factors:</u>				
Machinery investment	\$10,392	\$8,928	\$12,880	\$11,113
Machinery cost	\$3,258	\$3,518	\$5,267	\$4,376
Machinery cost/cow	\$112	\$113	\$125	\$156
Feed bought/cow	\$128	\$153	\$136	\$73
Fertilizer/crop acre	\$7.75	\$9.54	\$9.39	\$10.48
% Expenses are of receipts	76%	71%	78%	68%
Ave. price/cwt. milk	\$4.72	\$5.00	\$4.91	\$4.59

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
10 County Summaries Not in General Farm Business Summary*

Item	Herkimer County	Jefferson County	Livingston County	Oneida County	Ontario County
Number of farms	27	32	30	59	37
<u>Things to work with:</u>					
Number of cows	44	31	35	34	32
Acres of hay	83	64	51	51	51
Total acres of crops	117	107	134	87	150
<u>Size of business:</u>					
Man equivalent	1.9	1.6	2.1	1.8	2.0
Lbs. of milk sold	363,900	290,900	355,800	308,500	349,900
<u>Rates of production:</u>					
Lbs. milk sold/cow	8,270	9,385	10,166	9,074	10,935
Tons hay/acre	2.0	2.3	2.7	2.6	2.9
<u>Work per man:</u>					
Number of cows/man	23	19	17	19	16
Lbs. of milk/man	191,500	181,800	169,400	171,400	175,000
<u>Cost control factors:</u>					
Feed bought/cow	\$94	\$81	\$68	\$80	\$83
Machinery cost/cow	\$92	\$109	\$153	\$108	\$170
% Expenses are of receipts	71%	67%	70%	66%	71%
<u>Financial summary:</u>					
Average capital	\$51,382	\$39,162	\$59,563	\$40,902	\$64,261
Total farm receipts	\$24,136	\$17,873	\$27,907	\$19,831	\$29,420
Total farm expenses	\$17,060	\$11,891	\$19,504	\$13,055	\$20,967
LABOR INCOME/operator	\$4,346	\$4,024	\$4,931	\$3,988	\$4,509

*County agricultural agents in these counties obtained farm business information from farmers in the counties, and in cooperation with farm management specialists summary reports were prepared for use with the cooperators and others in discussing farm business management problems.

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
10 County Summaries Not in General Farm Business Summary*

Item	Rensselaer County	St. Lawrence County	Steuben County	Tompkins County	Wyoming County
Number of farms	32	30	39	27	53
<u>Things to work with:</u>					
Number of cows	34	34	25	32	39
Acres of hay	67	69	59	59	63
Total acres of crops	110	106	110	126	139
<u>Size of business:</u>					
Man equivalent	1.8	1.8	1.5	1.7	2.1
Lbs. of milk sold	339,900	330,488	258,374	322,888	380,253
<u>Rates of production:</u>					
Lbs. milk sold/cow	9,996	9,720	10,335	10,090	9,750
Tons hay/acre	2.0	2.1	2.0	2.5	2.6
<u>Work per man:</u>					
Number of cows/man	19	19	17	19	19
Lbs. of milk/man	188,800	183,604	172,249	189,934	181,073
<u>Cost control factors:</u>					
Feed bought/cow	\$97	\$106	\$87	\$95	\$84
Machinery cost/cow	\$109	\$97	\$130	\$122	\$136
% Expenses are of receipts	73%	66%	65%	73%	69%
<u>Financial summary:</u>					
Average capital	\$45,847	\$37,600	\$37,617	\$50,943	\$60,412
Total farm receipts	\$23,803	\$20,533	\$19,152	\$23,295	\$28,045
Total farm expenses	\$17,400	\$13,629	\$12,524	\$16,960	\$19,485
LABOR INCOME/operator	\$3,654	\$4,616	\$4,408	\$3,527	\$4,697

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